



Market Update



Focus On: Avalon and Stone Harbor Housing Market

December 2016

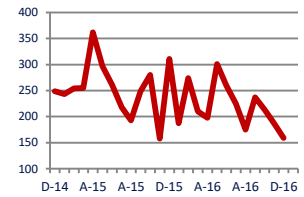
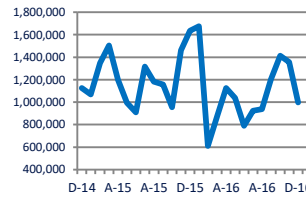
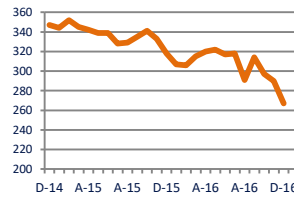
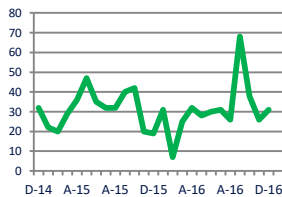
Zip Code(s): 08202 and 08247

Units Sold
31

Active Inventory
267

Median Sale Price
\$999,000

Days On Market
159

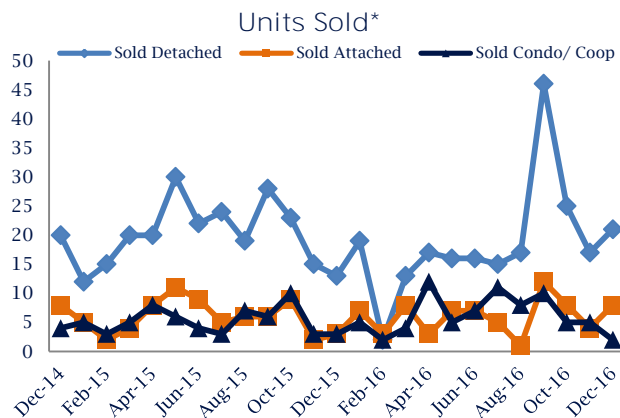


Up
Vs. Year Ago

Down -16%
Vs. Year Ago

Down
Vs. Year Ago

Down -49%
Vs. Year Ago

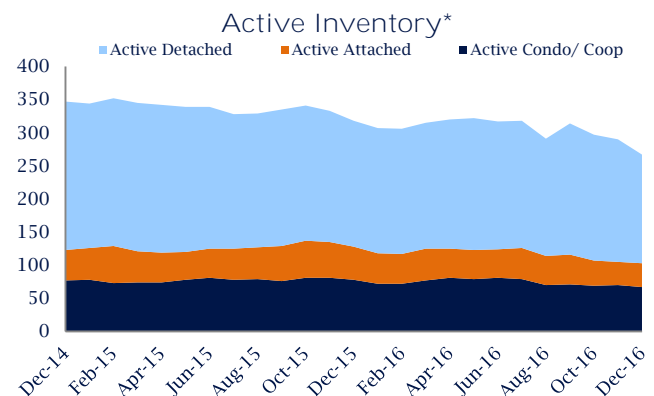


Units Sold

With relatively few transactions, there was an increase in total units sold in December, with 31 sold this month in Avalon and Stone Harbor. This month's total units sold was higher than at this time last year, an increase from December 2015.

Active Inventory

Versus last year, the total number of homes available this month is lower by 51 units or 16%. The total number of active inventory this December was 267 compared to 318 in December 2015. This month's total of 267 is lower than the previous month's total supply of available inventory of 290, a decrease of 8%.



Median Sale Price



Median Sale Price

Due to the relatively small number of units sold, the median sale price showed significant change this month. Last December, the median sale price for Avalon and Stone Harbor Homes was \$1,635,000. This December, the median sale price was \$999,000, a decrease of \$636,000 compared to last year. The current median sold price is lower than in November.

Median sale price is the middle sale price in a given month. The same number of properties are above & below the median.

Avalon and Stone Harbor are defined as properties listed in zip code/s 08202 and 08247.

*Detached, Attached, and Condo varies by local area Multiple Listing Service (MLS) definition. For more information regarding your specific market, contact one of Long & Foster's knowledgeable and experienced sales associates.

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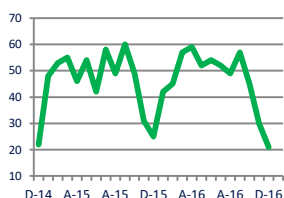


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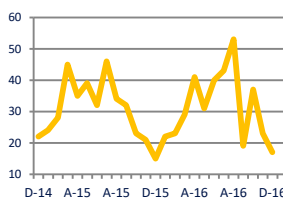
December 2016

Zip Code(s): 08202 and 08247

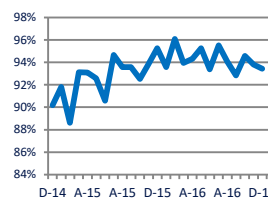
New Listings
21



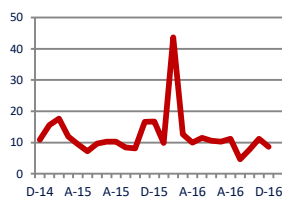
Current Contracts
17



Sold Vs. List Price
93.4%



Months of Supply
8.6



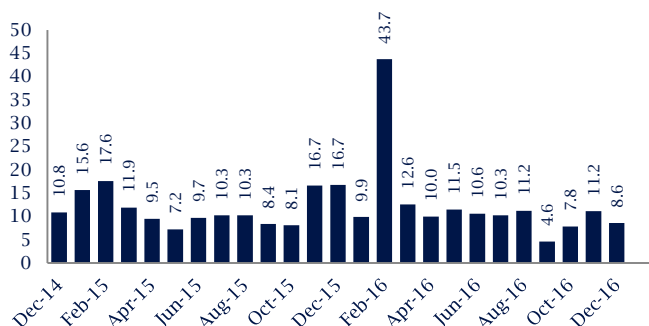
Down -16%
Vs. Year Ago

Up 13%
Vs. Year Ago

Down -1.9%
Vs. Year Ago

Down -49%
Vs. Year Ago

Months Of Supply



Months of Supply

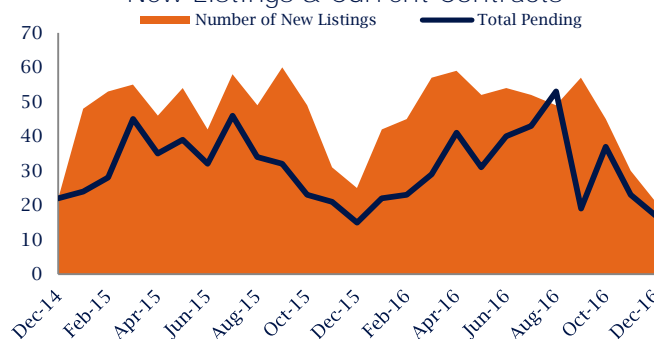
In December, there was 8.6 months of supply available in Avalon and Stone Harbor, compared to 16.7 in December 2015. That is a decrease of 49% versus a year ago.

Months of supply is calculated by dividing current inventory by current sales. It indicates how many months would be needed to sell all of the inventory available at the current rate of demand.

New Listings & Current Contracts

This month there were 21 homes newly listed for sale in Avalon and Stone Harbor compared to 25 in December 2015, a decrease of 16%. There were 17 current contracts pending sale this December compared to 15 a year ago. The number of current contracts is 13% higher than last December.

New Listings & Current Contracts



Sale Price/ List Price & DOM



Sale Price to List Price Ratio

In December, the average sale price in Avalon and Stone Harbor was 93.4% of the average list price, which is 1.8% lower than at this time last year.

Days On Market

This month, the average number of days on market was 159, lower than the average last year, which was 311, a decrease of 49%.

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